

Message Text

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PAGE 01 STATE 040405
ORIGIN COME-00

INFO OCT-01 ARA-14 EUR-12 ISO-00 EB-08 /035 R

DRAFTED BY BED:OIM:MRD:SAKELLER

APPROVED BY EB/OCA/CM:JJREILLY

BED:OIM:MRD:ABIHUN

BED:OIM:MRD:NSBASSETT

BED:OIM:EMBELDEN

BED:OIM:OPD:RMITCHELL

BED:OIM:DM:EOLSEN

BED:OIM:PROGDEV:ALEONARD

BED:OIM:TBREWER

-----032219 160030Z /61

P 152305Z FEB 78

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

AMEMBASSY LONDON

UNCLAS STATE 040405

E.O. 11652: N/A

TAGS: BBSR, VE, UK

SUBJECT: OPERATIONS MARKET RESEARCH - AGRICULTURAL
EQUIPMENT - VENEZUELA

REF: BASSETT/WILSON TELCON FEBRUARY 13

1. ASSISTANCE REQUESTED FROM CARACAS AND LONDON IN SOLI-
CITATION OF BIDS FOR SUBJECT RESEARCH TO SUPPORT PROPOSED
AGRICULTURAL EQUIPMENT EXHIBIT SCHEDULED FOR CARACAS IN
JUNE 1979. RESEARCH NEEDED IN COMMERCE JUNE 1 WHICH CALLS
FOR SUBMISSION TO POST BY MAY 25. FIVE COPIES SPECI-
FICATIONS SENT TO EACH POST ON FEBRUARY 14.

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2. CONTRACT WILL BE FIXED PRICE WITH ONE-THIRD PAYMENT
ON SUBMISSION OF MID-SURVEY PROGRESS REPORT SATISFACTORY
TO POST, ONE-THIRD ON SUBMISSION OF FINAL REPORT SATIS-
FACTORY TO POST, AND ONE-THIRD ON ACCEPTANCE OF REPORT
BY COMMERCE. SPECIFICATIONS WILL FORM INTEGRAL
PART OF CONTRACT.

3. BID PROPOSALS ARE TO INCLUDE NAMES AND QUALIFICATIONS OF PERSONS TO BE ASSIGNED TO RESEARCH. PROPOSALS SHOULD PROVIDE DESCRIPTIONS OF PRIOR RESEARCH DONE ON SIMILAR OR RELATED THEMES INCLUDING NAMES OF CLIENTS FOR WHOM

RESEARCH WAS CONDUCTED. PLEASE CABLE BID PROPOSALS WITH POST RECOMMENDATIONS TO COMMERCE OIM/MRD BY FEBRUARY 28. ASSUMING SATISFACTORY PROPOSAL RECEIVED COMMERCE AWARD AUTHORIZATION WITH FISCAL DATA WOULD FOLLOW PROMPTLY. ONE COPY OF EACH PROPOSAL SHOULD BE AIRMAILED TO OIM/MRD, ROOM 1204.

4. FOR BACKGROUND CARACAS SHOULD PROVIDE SUCCESSFUL BIDDER WITH COPY OF JUNE 1976 COUNTRY MARKET SECTORAL SURVEY ON VENEZUELA WHICH CONTAINS SECTION ON AGRO-INDUSTRY.

5. FOR LONDON: SOLICITATION OF BIDS FROM U.K. MARKET RESEARCH FIRMS IS REQUESTED BECAUSE RECENT BID PRICES FROM VENEZUELAN FIRMS HAVE BEEN EXCESSIVE. ASSISTANCE FROM LONDON IS APPRECIATED IN THIS REGARD.

6. FOR CARACAS: POST MAY WISH TO INFORM LOCAL PROSPECTIVE BIDDERS THAT THEY ARE IN COMPETITION WITH U.K. FIRMS FOR THIS ASSIGNMENT. VANCE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE040405
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Document Unique ID: 00
Drafter: OIM:MRD:SAKELLER
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Errors: N/A
Expiration:
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Handling Restrictions: n/a
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Retention: 0
Review Action: RELEASED, APPROVED
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Review Release Date: n/a
Review Release Event: n/a
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Review Withdrawn Fields: n/a
SAS ID: 3583506
Secure: OPEN
Status: NATIVE
Subject: OPERATIONS MARKET RESEARCH - AGRICULTURAL EQUIPMENT - VENEZUELA
TAGS: BBSR, VE, UK
To: CARACAS LONDON
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/c1d4f2d8-c288-dd11-92da-001cc4696bcc
Review Markings:
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